



DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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The Group's In-House Magazine

www.rantzaude



The 2,268 TEU (27,100 dwt) container ships being built for Essberger Dry Cargo at Yangfan Shipyard in China will soon be delivered. They will be christened in line with our company's tradition and be called "Ubena" and "Ulanga". It has not been decided yet where they

will trade. The two newbuilds are characterised by particularly low fuel consumption and a high reefer capacity (600 reefer plugs). Each fitted with three MacGregor electric-type VFD (variable frequency drive) cranes for max. 45 tonnes, the vessels are very versatile. Their main dimensions are

length over all: 185 metres; breadth: 30 metres; draught: 10 metres; propulsion: Dosan MAN & B&W 6G6OME-C.9.2-TII with low-load optimisation (EGB) and auto-tuning with 13,100 kW for a maximum speed of 18.5 knots; range: about 15,000 nautical miles at service speed.

New management team is setting course for the company's future

At the beginning of 2016, there will be significant changes in the management of the Deutsche Afrika-Linien/John T. Essberger Group. "With the new line-up in our management team we are setting the course for the company's future for when my brother and I can no longer be as actively involved in our company's operations as

we are now," said Dr Eberhart von Rantzau at a staff assembly. "It makes clear that our Group will continue to be an independent, family-owned company with social responsibility for our staff. Economic robustness remains the main priority in our activities. Growth via or within the market is desirable but not our foremost objective," he continued.

The changes will be as follows: Hugo Finlay, head of Essberger Tankers, will retire next year. Jan Hammer was appointed as the successor for the management of the chemical tankers business unit. He will take over responsibilities from Hugo Finlay as of 1 January 2016. Hugo Finlay will remain in an advisory capacity until 30 June 2016.

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Starting as of next year, the management of our Group will be newly structured. This will take some of the weight off the shoulders of my brother and me in the future. With Jan Hammer (Essberger), Hartmut Lühr (Liner Services) and Lutz Weber (Finance) we have formed a team that is ideally suited to meet new challenges.

Where these challenges lie became very clear in 2015. Only the South Africa service lived up to expectations and is thus the most important financial pillar of the DAL/JTE Group, also thanks to the support from our network of agencies, especially the DAL Agency, which has successfully expanded its offerings. However, great efforts are necessary for UAFL to gain a firm foothold in the Indian Ocean. The management is doing its utmost to support UAFL in this highly competitive trade.

With regard to Essberger's chemical trade, 2015 showed slightly positive results after years of painful losses. A prudent reduction in our tonnage as well as lower bunker prices helped us in this. Yet, as long as the overall cargo volumes do not pick up we will have to keep an eye on the costs and remain patient.

Essberger Dry Cargo is still suffering from the difficult economic environment. In the bulk and container ship sector, a speculative increase in newbuilds is being met by a stagnant market volume. Charter rates in the bulk trade have fallen to a critically low level.

We thank all of you for your support and wish you, also on behalf of my brother and the management team, a merry Christmas and a happy New Year.

Yours Eberhart von Rantzau

Lutz Weber in new position of CFO



Starting 1 January 2016, the newly created position of Managing Director for Finance and Other Commercial Matters of the DAL/JTE Group will be held by Lutz Weber. He comes from Ratingen near Düsseldorf. His family owns a medium-sized company that mainly supplies the automobile industry with wrought-steel components. After finishing his school education,

Lutz Weber first did an apprenticeship at a neighbouring building society and then completed his national service in the tank artillery in Lüneburg. His deployment in Lüneburg aroused his interest and love for northern Germany.

Wanting to gain further qualifications for a professional career, Mr Weber did a degree course in management and engineering

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Container tracking system for DAL Liner Services running in promising test phase

M2M tracking modules enable real-time transfer of the boxes' position/ by Christoph von Reith

M2M business solutions are increasingly moving into the limelight in container shipping, too. DAL have been looking at the possibilities for several years and have been testing technical systems for dry and reefer

containers from various different providers. As part of these tests, a pilot project was started in November with Telekom Deutschland as the software provider, Hirschmann Solutions as the hardware provider and DAL Deutsche Afrika-Linien.

During the test period, DAL containers were fitted with smart container devices. Equipping the containers with M2M tracking modules enables the real-time transfer of the containers' position and thus specific information for the

shipping company and customers. Moreover, thanks to additional sensors the robust tracking module, which has an extremely long service life and innovative antenna technology with very low power consumption, can do more than just track a container's position. Other features include an alert when the container doors are opened and shock measurements relating to the impact of certain forces. The global connection to T-Systems Device Cloud enables a clear presentation of the data on the basis of a web portal and therefore the safe transfer of data.

Valuable support for container inventory and optimisation

Besides checking the condition and position of the container, the module can provide valuable support for container inventory control and optimisation.

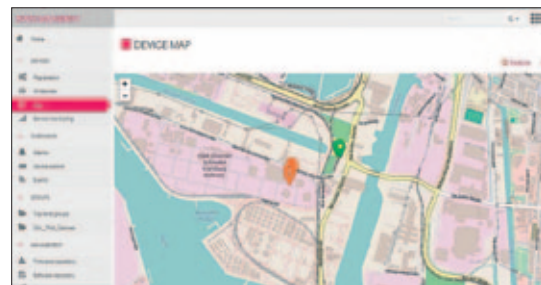
Particularly interesting is its potential future application in reefer container operations, where the module monitors the cooling chain and can be used for quality assurance purposes. Especially in the latter sector, we have been working intensively on finding customised solutions so that we can continue to provide our customers with modern and reliable services of the quality they have come to expect from us.



"DAL Karoo" (6,600 TEU) is the backbone of Deutsche Afrika-Linien's container service to South Africa



Checking the condition and position of the container, the module also provides support for box inventory control



Indicating the boxes' position is just a click on the computer, located here at Hamburg's Eurokai Terminal

New CFO Lutz Weber

(continued from page 1)

at the university of Harburg and Hamburg. His first professional challenge was as a controller at MBB in Delmenhorst, where he set up and headed the commercial sector. In 2001, Lutz Weber switched to Hanseatic Lloyd, a shipping and ship financing company initially based in Switzerland, whose commercial development he oversaw from day one. Here he was also able to gain experience with tankers and chemical tankers. His wish to return and work

in northern Germany came true for Lutz Weber in 2009, when he joined shipmanagers NSB (Niederelbe Schiffahrtsgesellschaft Buxtehude) as commercial director with a deciding role in the company's restructuring, which had become necessary as a result of the shipping crisis. Lutz Weber meanwhile lives in the western part of Hamburg. He is married, has two children aged four and six, keeps fit by doing endurance sport, is a keen huntsman and enjoys going sailing.

New management team

(continued from page 1)

A portrait of Jan Hammer was published in our October edition of "DAL/JTE News".

The company will use this change to streamline the management structure as of 1 January 2016. The Group will then be managed by a board with three areas of responsibility and headed by Dr Eberhart von Rantzau and Heinrich von Rantzau. The divisions are: Essberger Tankers/ Dry Cargo/Ship Management, headed by Jan Hammer;

Liner Services, as before headed by Hartmut Lühr; and Finance and Other Commercial Matters, headed by Lutz Weber. Lutz Weber was previously the chief financial officer (CFO) at NSB Niederelbe Schiffahrtsgesellschaft Buxtehude. In addition to the management of the chemical tankers business unit, Jan Hammer will also assume the overall responsibility for dry cargo and ship management. Dry cargo will still be led by Werner Scharnowski, and ship management by Hartmut Nickel.

Essberger Night: time for friendship

On the first Friday in November every year, the shipping community of Hamburg hosts a major shipping get-together known as Eisbeissen. The star of this event is boiled knuckle of pork, washed down with suitable quantities of alcohol. The tradition has grown over the years, and these days up to 5,000 shipping people

attend and pretend to enjoy this local delicacy. To coincide with the Eisbeissen, Essberger Tankers host their own party – known as Essberger Night – the day before. This is our opportunity to spend time with customers, brokers, agents and suppliers, and express our appreciation of our close working relationships. It is also a forum

for introducing new personnel, and updating our guests on our progress. Most importantly, it's a time for friendship and good conversations. Many of our guests appreciate the fact that there is not a knuckle of pork in sight, and they look on Essberger Night as a warm-up before the "big bash" the following night. We have been

doing this for more than 20 years, and it has developed into a great party to which all of us look forward. This year was no exception. The venue on 5 November was the old customs house in the historic part of Hamburg's port. The guests were welcomed by hosts Heinrich v Rantzau, Hugo Finlay and Dr Eberhart v Rantzau (*photo top left*).



Never on Sundays! Mrs Broere had her own mind

Built in 1962 for Dutch owners the “Engelina Broere” (769 dwt) is still around somewhere/by Eberhard Stötzner

Dutch tanker shipowner Gebr. Broere used to be an independent shipping company and is the core of John T. Essberger’s activities in Dordrecht. In 1922, brothers Jacobus Broere (1900-1967) and Bastiaan Broere (1902-1985) first founded an omnibus company, which gradually expanded to include a warehousing and trading company for lubricants and fuel oil. After World War II put an end to all their operations and their assets were seized by the German occupying forces in 1943, Gebr. Broere were only able to resume trading in 1945. In 1949, the two company founders had a small tanker built and christened it after one of their sisters, “Elizabeth 2”. The company soon grew to become a flourishing shipowning company with coastal tankers, which also included chemical tankers with stainless steel tanks as of 1969.

On 1 March 1962, shipyard J. G. Hitzler Werft in Lauenburg on the River Elbe delivered a tanker of 769 dwt to Gebr. Broere. The ship was called “Engelina Broere” after the second-oldest Broere sister.

“Engelina Broere” was 59.4 metres long, 8.6 metres wide and



“Engelina Broere” under anchor, taking a day off

had a draught of 3.1 metres. She was powered by a Klöckner Humboldt Deutz AG four-stroke engine with 650 BHP, enabling a speed of 10.5 knots. The vessel was classified by Lloyd’s Register and sailed with a complement of 14.

Gebr. Broere had made the unusual request to have the bridge deck and monkey island covered with teak planks, which caused quite a stir at the shipyard. The tanks of the vessel were coated with zinc-silicate Dimetecote to enable her to carry differ-

ent types of chemicals. The godmother was meant to be Engelina Broere herself. However, being a very devout woman, she refused to christen the vessel because the men on board would also work on Sundays, which went against her Calvinist beliefs. So another family member took her place at the naming ceremony.

The ship sailed for Gebr. Broere B.V. mainly in the Baltic and North Sea until she was sold to her new owner Mohamad A. Sharbatly based in Jeddah, Saudi

Arabia, in 1976, who renamed her “Mashallah” and used her as an oil tanker. In the following years, the tanker funnel showed the colours of various owners from the Eastern Med. On 11 May 1998, now under the name of “Georgis” the vessel ran aground near Iraklion/Crete with a cargo of gas and lube oil on board, but she was salvaged, towed into port and resumed her service under the name of “Ionnis P”. From 2009 on she traded in the Comoros as “Neyrin”.

The ship’s last known voyage was in 2010 from Piraeus Roads to Port Said, Egypt. Since then there has been no further trace of the vessel.

“Engelina Broere” outlived her initial owners by many years. Gebr. Broere was taken over by the American company Teneco in 1967, and in 1988 passed on to the Dutch logistic group Pakhoed, which later became Royal Vopak. With that, the name Gebr. Broere disappeared, at least until 30 September 2003 when John T. Essberger took over the Gebr. Broere fleet and revived the name Broere for a few years. Today all the activities are comprised under the name of John T. Essberger.

Talking points in Germany

► **THE NUMBER OF REFUGEES** arriving in Germany will total more than a million in 2015. And thousands are still coming across the German border each day. How many more refugees can Germany cope with? There is rising concern among the public, who are demanding that a limit be set. But how? Tackling the refugee problem is the biggest challenge Germany has had to face since World War II, especially since most of its partner states in the EU are very reluctant to take in any refugees. Chancellor Angela Merkel says: “We’ll manage.” But how much longer?

► **WESTERN EUROPE** is increasingly being targeted by Islamic terrorists such as Al Quaida and Islamic State, as shown by the massacre of Paris in which 130 people were

killed in November. Germany is now prepared to set up a new and better anti-terror squad in the Federal police with a “firm” mandate. Besides the mobile task force MEK (Mobiles Einsatzkommando) available to the police forces of the Federal German states, the Federal police can also call on the border police GSG 9 (Grenzschutzgruppe 9). This is a special task force established after the Palestinian attack at the 1972 Olympic Games. The undercover KSK (Kommando Spezialkräfte) is a 1997 elite Special Forces command of the German armed forces which are only deployed for assignments abroad. The KSK also has women among its ranks.

► **IN THE FACE OF THE PARIS** massacre Germany has decided to join the

anti-ISIS-coalition in the Syrian war. In accordance with its allies – France in particular – the German Navy will deploy one of its modern frigates, the “Augsburg”, to provide air protection for the French aircraft carrier “Charles de Gaulle” off the Syrian coast. The Luftwaffe will supply six Tornado fighter bombers for reconnaissance missions plus one Airbus tanker. Also the German Army will send a deployment of ground forces to the politically unstable Mali to substitute French forces needed for the Syrian engagement.

► **NO OLYMPIC GAMES** in Germany. The people of Hamburg, which was running for the Games in 2024, have finally voted against participating. After Munich (winter games) and Berlin (summer

games) Hamburg is the third German city to drop out. Financial issues killed the Olympic spirit.

► **AT THE END OF NOVEMBER**, Helmut Schmidt was honoured with a state funeral in his home town of Hamburg. He died at the age of 96. Schmidt was the German Chancellor from 1974 to 1982, at a time when the country was frequently being hit by terrorist acts from the far-left militant group RAF (Red Army Faction). His exceptionally pragmatic way of dealing with things, always focused on the matter at hand and not on politically motivated opportunist gains, made him a very popular figure in Germany. Somewhat of a special trademark of his was the forever lit menthol cigarette in his hand.



Heinrich v Rantzau and Mrs Annette v Rantzau visited the annual Essberger’s Captains and Officers Seminar in Sudermühlen attended by the following gentlemen: C/E Marek Ptaszniak, C/O Maxim Naumcik, Cpt Jakub Drobniak, Cpt Bas van Groenestijn, C/E Artur Gzella, 2/E Piotr Filutowicz, 2/O Karol Ozimek, C/E Marten Bosma, Cpt Adam Incewicz, Cpt Robert Waldon, C/O Pavel Tomanek, Annette v Rantzau, C/O Marcin Madry, Cpt Boguslaw Olbrys, 3/E Grzegorz Polonski, C/E Manuel Santos, 2/O Cornelis de Snaijer, 2/E Mikhail Borisyuk, 2/O Denis Vlasov, Cpt Krzysztof Osuch, Heinrich v Rantzau, Cpt Lukasz Antczak, 2/E Ruslan Krupko, C/O Noel Gbegan, 2/O Roman Rybin, 2/O Maciej Kolasinski, Cpt Andrey Grzhibovskiy, Cpt Bert Linthorst, Cpt Boguslaw Gajdowski, 2/E Olegs Cerepanovs (photo from left to right)

Harri and Ritva always in action up north

Agents SAFE Shipping Finland are DAL’s representatives in Helsinki /Harri Pyykkö and Ritva Pennanen do the job

SAFE Shipping Finland is a part of the USS Group who has been representing DAL Deutsche Afrika-Linien in 12 European countries since 2008. The SAFE Shipping Finland office is located in the capital of Finland, Helsinki, and the staff, managing director Dipl. Ing. Harri Pyykkö and operations supervisor Mrs Ritva Pennanen, have been the same since SAFE Finland was established.

Mr Harri Pyykkö has been dealing with various tasks within the shipping/logistics business since the late ‘90s and is presently in charge of the SAFE Shipping offices in Finland and also Estonia.

Mrs Ritva Pennanen started her shipping career in the mid-‘80s and has been dealing with numerous shipping lines prior to being appointed operations supervisor for the Finland agency of DAL Deutsche Afrika-Linien.

Learning from scratch

“Neither of us had more or less any knowledge about the European southern Africa trade when SAFE Shipping Finland operations started. Our main shipping experience was in the Europe-Far East and Transatlantic trades where the volumes and number of service providers involved are tremendously higher. Luckily we were fortunate to have DAL/SAFE col-

leagues to assist us with the general trade information and we rapidly tried to gain as much information as possible from the Customs statistics, Foreign Ministry reports, South African embassy in Finland, etc. about the volumes, commodities and potential clients involved in this trade. We still regularly follow various sources in order to have a better picture of the trade in order to focus our sales efforts efficiently and to know more about the general economic situation and the development stages in the southern African countries which are under DAL’s service scope.

Despite the fact that the total volumes in terms of the Finland-southern Africa trade are relatively modest in comparison to other trades there is generally always at least some DAL cargo from Finland on board each SAECS vessel. Our main target has been to build up long-term relationships with our regular clients and give them the best possible service, and occasionally we also give some guidance in terms of southern Africa, which has been highly appreciated among clients as very few local clients or global competitors have much detailed knowledge about these areas. Sometimes we even encourage a client to book with DAL all the way up to some copper mine located in northern Zambia as the final destination of the

cargo instead of just the port of Durban, because we are confident that our South African colleagues within DAL/Simba Logistics are fully capable of proving quality service also for more challenging shipments.”

Green gold of Finland

South Africa has traditionally been the largest trade partner for Finland on the African continent.

The main container volumes involved in the SB trade from Finland to South Africa consist of various products related to the “green gold of Finland”, meaning forestry products e.g. paper, cardboard, cellulose and various other wood products. Almost 80% of the landscape in Finland is covered by forests and this fact is considered to be almost an endless source of raw material. However the competition in the paper indus-

try is fierce and the large Finnish paper companies have been forced to reduce a lot of the production volumes and consider alternative products to replace the traditional paper used in newspapers etc. There are also large amounts of chemicals moving ex-Finland for the industry located in South Africa.

The industrial production in Finland is moving more from raw materials to high-technology products and there is a strong flow of various types of machinery-related cargoes going to South Africa, serving various purposes e.g. mining, logistics, manufacturing industry, power/electricity, etc. It has been forecasted that the demand in southern Africa for these types of products will increase, which is good news for DAL in terms of Finland.



Whereabouts

Ship's name	Master	First Mate	Chief Engineer
Amalie Essberger	Antonio Jose Petinga	Artur Karpowicz	Marek Ptasznik
Christian Essberger	Krzysztof Niedzielski	Arkadiusz Duczynski	Zbigniew Biernacki
Eduard Essberger	Jaroslav Spors	Michal Kruszewski	Valeriy Bashkurov
Ellen Essberger	Adam Krzyzkowski	Jaroslav Krok	Tomasz Kozlowski
Elsa Essberger	Pedro Miguel Pereira	Pawel Bula	Guilherme Frederico Bacelar
Georg Essberger	Jose Eduardo Teixeira	Valeriy Dorofeev	Andrzej Sullik
Johann Essberger	Zarko Boko	Antonio Quita Ocampo	Ryszard Topolewski
Liesel Essberger	Dariusz Swierkosz	Juris Jurionas	Saturnino Inato Yuson
Patricia Essberger	Robert Waldon	Maksim Naumcik	Grzegorz Topolewski
Philipp Essberger	Andrey Grzhibovskiy	Quirino II Tuazon Agot	Krzysztof Barczynski
Maersk Launceston	Miroslaw Drozewski	Vladimir Lobov	Piotr Turski
Koralia	Yudo Wiropati	Pepito Ruedas	Danilo Jose
Selinda	Kostiantyn Kharchenko	Aleksandr Kaminsky	Konstantin Khardin
Swakop	Sergiy Demchenko	Ireneo Quinanola Ruedas	Vadym Grytsyuta
UAFL Zanzibar	Pavlo Klyuyev	Sergiy Perepelytsya	Nicusor Florian Medrihan
Valbella	Neil Clifford Brown	Samuel Quinanola Ruedas	Oleg Burlachenko
Zambesi	Rostislav Kokorev	Oleksandr Glebov	Ilarion Sorin Chirtes

Alcedo	A. J. Linthorst	C. P. De Caluwaert	R. V. Van Herwijnen
Anneliese Essberger	T. Keizer	M. R. Baete	G. J. Tijink
Ardea	P. R. Troost	G. Bosscher	H. Berg
Caroline Essberger	A. R. Buren	R. Oenema	S. Mollinga
Dutch Aquamarine	J. Van Der Form	A. Steenbergen	S. H. Steenbergen
Dutch Emerald	H. R. Nienhuis	B. H. Lobart	T. F. Oskam
Dutch Faith	H. Wierenga	A. W. Konijn	J. M. Laurey
Dutch Spirit	A. B. Van Groenestijn	K. Gbegan	D. I. Roele
Lisa Essberger	C. Lodder	O. M. Smit	H. Van Schoonhoven
Lucy Essberger	G. J. Wijnands	N. N. Burger	G. Sap
Ursula Essberger	K. C. Van Der Klooster	J. P. Nadaj	R. W. De Bruin
Wilhelmine Essberger	L. H. Kanters	M. L. Roosendaal	E. A. Van Es



Olga Shmakova, Sascha Timmann and Nadine Rüter

Another new generation

How nice to give a warm welcome to another new generation of apprentices: Olga, Nadine and Sascha. Olga was born in Rostow/Don in Russia and is based at JTE. In her free time she is a fitness instructor, and she is interested in all subjects of healthy living and likes

to cook. Nadine is with DAL. She grew up in Bielefeld and also likes cooking and baking and fitness (she has worked in a fitness studio) and she likes going to the movies. Sascha was born in Hamburg and is also with DAL. Football and playing darts are his favourite pastimes.

Personeelsmutaties

Persons joining the company

07.09.2015, J Vermeeren, Apprentice FA
07.09.2015, S Mohammad Daud Apprentice FA
09.09.2015, B Çakmak, Apprentice FA

Persons leaving the company

01.11.2015, GP van Dijk C/O
01.11.2015, S van het Hoofd 3/E

Marriage

09.10.2015, Henk Van Meersbergen and Ingrid Speet

Births

13.09.2015, Flin Cornelis Paul, son of Ronald and Viona Van Herwijnen-Geelhoed

19.10.2015, Milan, son of Pavel Tomanek and Lien van Laeken
21.10.2015, Hubert, son of Pawel and Natalia Pawlik

27.10.2015, Lex, son of Sjoerd Rijndorp and Fransje van Meel

25th anniversary

24.09.2015, RS Tichelaar C/E

28.09.2015, CR Gaasbeek Superintendent

03.07.2015, SWT Frerichs Captain

01.10.2015, PR Troost Captain

From the engine of a VLCC to newbuilding inspector in Turkey

Chief engineer Guilherme Bacelar from Portugal tells us about his life on board

My name is Guilherme Bacelar, presently sailing as a chief engineer on board our beautiful Lady “Elsa Essberger”. I was born in Lisbon and I’m now 64 years old. I’m married and I have two sons, two daughters and six grandchildren as well as two dogs and four cats. When I’m on vacation I like to read, to go for a walk on the beach with my dogs and use the weekends to fish with friends as well as enjoying to watch the weekend’s football with beer and seafood.

With regard to my professional career, I finished the Portuguese Nautical School in July 1971 and started my seagoing life as a cadet with a Portuguese company called CNN (Companhia Nacional de Navegação). The first vessel I embarked as a seafarer was a passenger ship. In 1976, I joined an oil tanker company called SOPONATA in the position of 2nd engineer and worked with them until 1979. After this, I took on my first job ashore (which I believed to be my dream job) at the shipyard SETENAVE



C/E Guilherme Bacelar on duty in the engine room of his tanker

as ship repair manager. Unfortunately, without knowledge of the shipyard’s monetary condition I worked for a few months without payment and I decided to change my life again. In 1981, I joined a project between a Portuguese, a Norwegian and a Mozambique company. I worked with them until 1985 and it was a fantastic professional good time. During all these five years I had time to visit South Africa.

After this beautiful experience I returned to Portugal for one year of studies at ENIDE (nautical school) to obtain my

chief engineer’s licence. In 1987, I joined a tanker company as 2nd engineer and embarked on VLCC “Energy Progress”, an oil tanker with 300,000 dwt and 50,000 KW with steam propulsion. After six months, I was promoted to chief engineer and remained with them until 1990. However, with the aim to reduce the six-month contract duration I decided to change my professional life again.

In 1992, I joined John T. Essberger and my first ship was “Tom Mira” with a contract duration of four months. From 1993 to 1995 I was employed by Transocean and I sailed on “Essberger Pilot” and “Essberger Pioneer”. In 1997, I left the company to sail on cruise ships but returned in 2002 and decided to finish my career with JTE. During all these years at JTE, the best time I had was from 2010 to 2013 at the Eregli shipyard during the newbuilding of “Johann”, “Ursula” and “Elsa Essberger”. The experience as newbuilding inspector and site manager belong to the greatest moments of my professional career.

DAL/JTE Manila seminar

The DAL/JTE Group held its 3rd Safety, Security, Health, Environment and Quality (SSHEQ) Seminar on 5 to 10 October 2015 at the Pan Pacific Hotel in Manila, Philippines. The SSHEQ seminars are part of the company’s commitment to the development of Filipino officers and crews through continuous training and competency enhancement.

The seminar included lectures on communication and personnel management, ship management updates, standards in shipping, crisis media response training, risk assessment, ISO 14001 and MLC.

On the fifth day in the evening, when the seminar had ended, all participants and their families were invited to an evening dinner, celebrating the 25th anniversary of TOS PHILS in appreciation of our seafarers and their families and to honour the long-serving seafarers of the seminar participants with the Loyalty Awards.

Aus der Reederei-Familie, Hamburg

Jubiläen

10 Jahre

Herr Robert Szmaj Captain, 21.04.2016

25 Jahre

Frau Andrea Lükén Liner Accounting, 01.03.2016

Frau Cornelia Hansen Accounting/Finance/Tax, 01.04.2016

Besondere Geburtstage

90 Jahre

Frau Herta Fett 26.04.2016

85 Jahre

Herr Achim Schwencke 22.03.2016

80 Jahre

Herr Hans-Hinrich Mewes 08.02.2016

Herr Dietrich Foth 20.02.2016

Herr Klaus Jochens 02.03.2016

Frau Bertha Perlich 07.03.2016

Herr Jürgen Kurth 24.03.2016

Frau Lieselotte Dürr 28.03.2016

Frau Erna Lind 08.04.2016

75 Jahre

Herr José Vinaz Vazques 23.03.2016

Herr Bernhard Zimmermann 01.04.2016

Herr Klaus Dieter Tittel 03.04.2016

70 Jahre

Frau Marianne Schütze 06.04.2016

Frau Elke Schmitz 13.04.2016

Herrn Uwe Runge 12.04.2016

Frau Anna Thinius 13.04.2016

65 Jahre

Frau Ritva-Liisa Klier 17.03.2016

Herr Theodor Adamczyk 30.03.2016

Herr Janusz Ladkowski HR Sea, 24.04.2016

60 Jahre

Frau Angelika Kleemann HR Sea, 28.04.2016

Herr Ingo Witte Essberger Tankers, 29.04.2016

50 Jahre

Herr Ireneo Quinanola Ruedas Chief Officer, 25.03.2016

Wir gratulieren zur Geburt eines Kindes

Frau Julia Meylahn-Wagner Liner Accounting 22.09.2015
Vigo Matteo

Frau Nicole Hildebrand

Essberger Tankers 04.10.2015
Emma

Geheiratet hat

Frau Julia Meylahn-Wagner (geb. Meylahn) 08.08.2015
Liner Accounting

In den Ruhestand tritt

Herr John Putter Crewing 31.12.2015

Wir gedenken

Herrn Reinhard Sommerhoff (77 Jahre) 10.10.2015
Herrn Wolfgang Direnga (78 Jahre) 25.11.2015

“We are experiencing growing volumes on all our new trade routes”

Suzi Steinke, DAL commercial manager, commenting on DAL's expanding geographical scope to the Med and the Americas

DAL/JTE NEWS: Mrs Steinke, you are commercially responsible for trade routes which in the last few years have successfully been developed in combination with DAL's Europe-southern Africa service.

STEINKE: Yes, we have expanded DAL's geographical scope in the Mediterranean area. Using the South Africa Europe Container Service (SAECS) and Algeciras (near Gibraltar) as a transshipment hub we are now connecting a large and expanded number of ports and markets in and around the Mediterranean to both northern Europe and southern Africa. Also, we have expanded and developed our service between South Africa and the Americas with transshipment via northern European ports.

DAL/JTE NEWS: What exactly are these new or developed trade routes?

STEINKE: Early last year we started a new weekly DAL service from northern Europe, the UK and Scandinavia to Morocco, Tunisia, Algeria and Turkey. Together with setting up this new service we also started to offer a weekly service between southern Africa and Morocco, Tunisia and Algeria v.v. We have also increased our market presence in the eastern Mediterranean and Black Sea countries – Turkey, Greece, Romania and Israel and have grown our market shares on this trade route to and from southern Africa. Most recently we also expanded our scope in the eastern Mediterranean with the inclusion of Egypt and the port of Alexandria. Our service between southern Africa and the Americas has also grown over the last two years with especially increased volumes into the USA and Mexico.

DAL/JTE NEWS: What are the main commodities being moved on these trade routes?

STEINKE: The commodities we are carrying on the various trade routes are diversified. Turkey is a fast developing trading partner of South Africa with an increasing range of industrial and manufactured products. We carry a lot of



A good knowledge and a smile: Suzi Steinke's job is not only office work

products which used to be manufactured in northern Europe, such as white household goods and automobile parts. These are supplemented by various agricultural products and foodstuffs. From northern Europe to Algeria we carry mostly industrial project cargoes, building materials and foodstuffs, whereas to Morocco, which is the largest market of the three Maghreb countries we serve, the main commodities are foodstuffs, textiles, machinery and chemicals. From and to South Africa the main commodity is agricultural products and frozen fish. From South Africa to the Americas, especially North America and Mexico, we carry a wide range of manufactured products with increasing volumes of steel products and automobile components.

DAL/JTE: What are the transit times on the various trade routes?

STEINKE: The transit times depend on the ports covered and the vessel rotations. From South Africa to the US East Coast and Mexico it varies between 32 and 55 days. From Turkey to South Africa it is on average 32 days, and from northern Europe to Tunisia and Algeria 12 days.

DAL/JTE: Why have DAL been successful on these various routes?

STEINKE: We have an excellent agen-

cy network with a unique local service. All are very close to the customers in their respective markets and the DAL Agency in South Africa plays a major role. South Africa is increasing its trading relationship with countries outside of its traditional market and with developing economies like its own. On all trade routes we are experiencing growing volumes.

DAL/JTE: Market growth is not the only reason for the success of DAL on these routes. The cargo does not fall from the sky, does it?

STEINKE: Correct, we have been very active together with our agents establishing DAL in the various markets, especially those we have newly entered. Customer contacts have been expanded and relationships developed and without the assistance and excellent cooperation of our agents in all countries we would not have made such progress.

DAL/JTE NEWS: You have contact and dealings with a wide range of countries with differing cultures and religions. What experiences have you had when visiting the various countries.

STEINKE: A good question. I have had only positive experiences and, in business, religion and cultural backgrounds don't play a huge role. Shipping and trading is a

great way to interact with many different countries and people and having business interest as a common ground there is no room for any intolerance, and our business partners/customers are generally very open minded. When I visit our agents I am always first and foremost a colleague and it doesn't make a difference if I am from Germany or anywhere else in the world. Customers are always very pleased and honoured that I have come from Hamburg to meet them. It is also an extra motivation and support for the sales teams of our agents to visit customers together. I also take the opportunity to sit together with the teams to review market developments and set targets that we jointly want to achieve. The personal contact is one of the key elements of success in business development. This is what I love most about my job at DAL.

DAL/JTE: Obviously English is the main language you communicate in. How many languages do you speak?

STEINKE: In addition to German, English and Spanish, I am now also learning French. I was born in Germany but my parents are Assyrian and originally come from south-east Turkey. Assyrian people are a Christian minority, originally from what is now Syria. I grew up bilingual with German and Aramaic and I also understand some Arabic and Hebrew since they are related languages. This is sometimes helpful when travelling in the Eastern Med. In North Africa French is widely spoken in business and this is why I'm currently learning French as well.

DAL/JTE: You have a full time job that includes regular business trips and a family with two small children. How do you cope?

STEINKE: My sons Christian and Paul are five and four years old. I can only fulfil all my responsibilities with the full support of my entire family. It is very satisfying to know that my children are very well looked after during my travels.